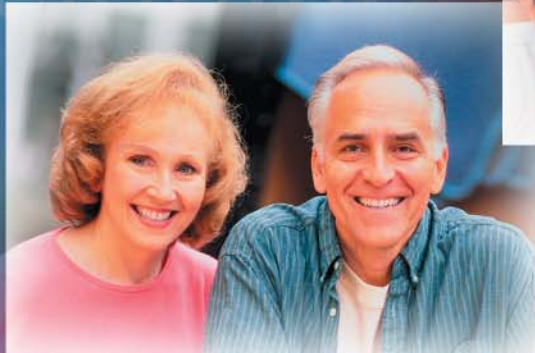


2005 Michigan Conference on

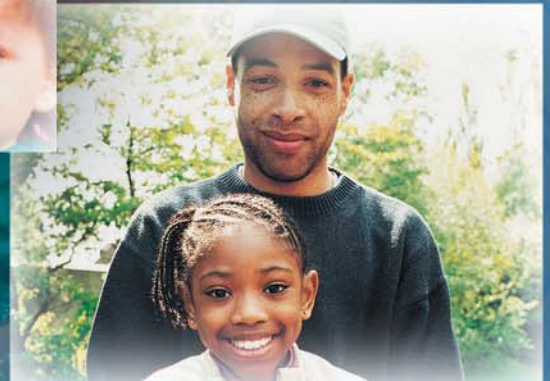
Affordable Housing

Community
Economic
Development

Ending
Homelessness



Preservation



Multifamily
Development

Homeownership

Organizational
Development

Registration Program

Partners Building Communities
May 16-18, 2005 • Lansing Center • Lansing, Michigan

Welcome/Invite

Richer Than We Think We Are

In our world of affordable housing development and service to the homeless it might appear that we are in for some very dark and difficult times. In these times when we are being challenged by budget limitations at the state and local level, facing the threat of massive federal funding cuts and changing bank regulations, it would be easy to cry “poor us,” however, as we contemplate the agenda for the 7th Annual Michigan Conference on Affordable Housing it is impossible for us to cry poverty in the face of so many rich resources.

We are inspired by the words of the French essayist Michele De Montaigne, who wrote “We are, all of us, richer than we think we are.” Rather than allow our thoughts to dwell on the changes in the industry that make our jobs more difficult, we choose to accept the challenge, work together, search out new solutions and find ways to make the most of the resources that we have.

This year’s conference promises rich opportunities to learn, including a 6th educational track to address the complex issues around preservation of affordable housing. The conference also promises many opportunities for gathering information, idea sharing and networking as well as witnessing a high level media round table discussion on our industry’s toughest issues. We will be inspired by our keynote speaker, Chris Gardner and his rags to riches story of his climb out of homelessness in to high finance. Henry Cisneros keynotes at the conference on Wednesday to highlight a new publication co-authored by Jack Kemp on establishing a National Housing Policy. Their twelve-point plan creates a model that our industry can embrace and promote.

Please accept the invitation of the whole Conference Planning Committee to attend this year’s conference. We guarantee a rich and rewarding experience!

Sponsors

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Fifth Third Bank



Conference Features

Monday Reception

4:30pm-6:30pm – Exhibit Hall

Entertainment: *Too Smooth for Notes*

This year, MHOAH proudly brings back the smooth jazz sound of Lansing based Too Smooth for Notes. Their sultry yet funky style and admired chemistry has elevated them to a sought-after performance group. A must see!



Tuesday Awards Luncheon

Doris Biscoe - Mistress of Ceremonies

11:30am-1:00pm



A conference awards luncheon honoring individuals who have gone beyond the call of duty in providing affordable housing and quality service to individuals with low and moderate incomes.

The coveted Duvernay Award will be presented, along with the following special industry recognition awards: CEDAM's CDC Advocate of the Year Award and CDC Staff Person of the year Award; The Corporation of Supportive Housing (CSH) Julie Sandorf Award; Community Spirit Award, Awarded by Federal Home Loan Bank of Indianapolis; the Michigan Coalition Against Homelessness Greenleaf Award; the Michigan Homeownership Coalition, The Michigan Homeownership Achievement Award; and the Michigan Disability Rights Coalition, Building Inclusive Communities Award.

Duvernay Award

In memory of **Terrence R. Duvernay**, former MSHDA Executive Director, the Conference Planning Committee established an annual leadership award commemorating Terry's lifelong commitment to affordable housing. The award goes to the person who best reflects the ideals and personal qualities exhibited by Terry. The awardee will also receive a cash award, which will be given to the nonprofit housing or community development organization for which the awardee works or designates as the recipient.

Past Duvernay Award Winners:

- 2002- Dr. Kenneth W. Bensen, Habitat for Humanity Michigan
- 2003- Jonathan Bradford, Inner City Christian Federation
- 2004- Linda Smith, U-SNAP-BAC, Inc./ U-SNAP-BAC Non-profit Housing Corporation

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Homeownership Conference Events



The Green Room

Are you ready for your close-up?

Taking a cue from reality television programs, the conference planning committee has set up a private video recording studio where you can take the time to candidly answer a question or two on your experiences, concerns and perceptions of the work you do and the challenges you face in doing that work. This is a great opportunity to tell your story and will give us some raw material to help with future industry promotional efforts.

CEDAM & CDAD Present

A reception on the Michigan Princess Tuesday, May 17, 2005, 6:00pm

All conference attendees are cordially invited to attend the Community Economic Development Association of Michigan's (CEDAM) and the Community Development Advocates of Detroit (CDAD) annual event, held on the luxurious Michigan Princess Riverboat. You will experience an exciting, entertainment-filled cruise down Lansing's scenic Grand River. A buffet of delicious foods will be provided – plus a cash bar!

The Michigan Princess will board at Grand River Park in Lansing from 5:00-6:00 p.m.; transportation will be provided from the Lansing Center to and from the riverboat from those who need it. The boat will return to dock at approximately 7:15 p.m., but will continue to be available to guests until 9:00 p.m.

The cost to attend is \$20 for CEDAM/CDAD members and \$30 for non-members. Please indicate on your conference registration form that you will be attending the CEDAM River Cruise and include this extra registration cost with your conference registration. If you have any questions regarding the event or your CEDAM membership status, please contact CEDAM at (517) 485-3588.



Exhibitors

We hope you will take a moment to stroll through the newly expanded exhibitor space, open continually throughout the conference. Located in Hall A & B, conference attendees can observe a number of companies featuring products available on the market today as well as many other creative displays supporting affordable housing and homelessness.


Monday At A Glance

Get updates on all sessions by visiting our Web site – www.housingconference.org!
For complete session descriptions by track, see pages 8-19

	Community Economic Development	Ending Homelessness	Home- ownership	Multifamily Housing	Organizational Development	Preservation
8:30am						
9:30am						
		PRECONFERENCE SESSIONS				
10:30am		Continuum of Care Roundtable	Green Building in Michigan 2005			
11:30am	LUNCH		LUNCH		LUNCH	
	Opening Remarks			Keynote Speaker		
	 <i>Michael DeVos</i> <i>Executive Director, MSHDA</i>			 <i>Christopher P. Gardner</i> <i>President & CEO,</i> <i>Gardner Rich & Company</i>		
12:30pm	 <i>Lansing Mayor</i> <i>Tony Benavides</i>					
	NETWORKING		NETWORKING		NETWORKING	
1:30pm	Affordable Water, Sewer & Telecommunica- tion Systems for Rural Communi- ties	Homeless Prevention Partnerships: A Roundtable on Best Practices in Prevention...	Don't Move – Improve! Encouraging Home Improve- ment	Intro to the Development Team and Process	HELP! I Need to Manage My Information and...	
2:30pm	Community Economic Development Finance 101	A Beginners Guide to Creating Supportive and Service-Enriched Housing	MSHDA's Family Self-Sufficiency (FSS) Program and Partnering with MSHDA's LINKS to...	Senior Housing Management: Supporting Successful Aging	Are We There Yet? A Roadmap for Building a Nonprofit of... Foreclosure Prevention from a Mortgage...	
	NETWORKING		NETWORKING		NETWORKING	
3:30pm	Developing a Healthy Main Street Community Land Trusts in Michigan	A Systems Response to Homeless Prevention: The Minnesota Model Supportive Housing Partnerships: A Case Study in Building...	MSHDA's Housing Choice Voucher (Section 8) Key To Own Homeownership Program	How to Adminis- ter a Construc- tion Contract Leasing Rental Property Quickly and Successfully Qualified Allocation Plan for Tax Credits	Creating a Culture of Innovation Demystifying Fundraising for Nonprofit Organizations	
4:30pm						



Tuesday At A Glance

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For complete session descriptions by track, see pages 8-19

	Community Economic Development	Ending Homelessness	Home-ownership	Multifamily Housing	Organizational Development	Preservation
8:30am	<div>Plenary Session</div> <div>John A. Schall, President and CEO, National Congress for Community Economic Development (NCCED)</div> <div>7:30am Breakfast & Registration</div>					
9:30am	<div>NETWORKING</div> <div>NETWORKING</div> <div>NETWORKING</div>					
10:30am	<div>Crossing Municipal Boundaries: Regional Community...</div> <div>Cool Cities: Attracting and Retaining Young Knowledge Workers</div>	<div>A Home for Every Child: Michigan's Emerging Blueprint for Ending Family Homelessness</div> <div>Fun at Work?: Strategies for Workplace...</div>	<div>MSHDA Mortgage Credit Certificate (MCC) Program Training</div> <div>Foreclosure – From Delinquency to Sheriff Sale</div>	<div>Direct Lending Products from MSHDA</div> <div>Meet the Pre-Development Funders</div> <div>Tax Credit Compliance - <i>Part I of III</i></div> <div>Tax Credit Development - <i>Part I of III</i></div>	<div>Political Advocacy "How to" for Busy People...</div> <div>Succession Planning: Making Sure Your Good Deeds (and Good Organization) Will Continue</div>	
11:30am	<div>NETWORKING</div> <div>NETWORKING</div> <div>NETWORKING</div>					
	<div>LUNCH</div> <div>LUNCH</div> <div>LUNCH</div>					
12:30pm	<div>Awards Lunch</div> <div>Doris Biscoe Mistress of Ceremonies</div> <div>7:30am - 5:00pm Exhibits Open</div>					
1:30pm	<div>NETWORKING</div> <div>NETWORKING</div> <div>NETWORKING</div>					
2:30pm	<div>Urban Sprawl, Land Use Planning and Farmland Preservation</div> <div>You Betcha! Small Cities Can Be Cool</div>	<div>Tapping Into Federal Resources for Ending Homelessness in Your Community</div> <div>Case Management How To's</div>	<div>MSHDA Single Family Loan Program Training - <i>Part I of II</i></div> <div>Homeownership for People with Disabilities</div>	<div>Partnership Between Housing... - <i>Part I of II</i></div> <div>Funding Programs and AHP Project Roundtables...</div> <div>Tax Credit Compliance - <i>Part II of III</i></div> <div>Tax Credit Development - <i>Part II of III</i></div>	<div>Common Human Resource Mistakes: How Not to Get Sued</div> <div>Consultant Contracts: How to Get What You Bargained For</div>	
	<div>NETWORKING</div> <div>NETWORKING</div> <div>NETWORKING</div>					
3:30pm	<div>Revitalizing Michigan's First Tier Suburbs</div> <div>Advancing Affordable Housing in the face of NIMBYism</div>	<div>Ten Year Plans: Reality vs. Rhetoric in Local Planning</div> <div>Surviving the Workplace</div>	<div>MSHDA Single Family Loan Program Training - <i>Part II of II</i></div> <div>Using Land Banks to Improve Your Community</div>	<div>Alternative to Tax Credits in Multifamily...</div> <div>Tax Credit Compliance - <i>Part III of III</i></div> <div>Tax Credit Development - <i>Part III of III</i></div> <div>Partnership Between Housing... - <i>Part II of II</i></div>	<div>So the Funders are Asking us to Collaborate...Wh at Does That Really Mean and What's in it...</div> <div>Financial Statements: What Do They Tell Me and How Can They Help Me?</div>	
4:30pm						

Wednesday At A Glance

Get updates on all sessions by visiting our Web site – www.housingconference.org/
For complete session descriptions by track, see pages 8-19

	Community Economic Development	Ending Homelessness	Home- ownership	Multifamily Housing	Organizational Development	Preservation
8:30am	<div>Plenary Session</div> <div><i>James Inglis, Livonia Housing Commission & National Association of Housing and Redevelopment Officials</i></div> <div>7:30am Breakfast & Registration</div>					
9:30am	<div>NETWORKING</div> <div>NETWORKING</div> <div>NETWORKING</div>					
10:30am	Mixed-Use Development Tools USDA Community Facility Financing	Rural Homeless Initiatives Roundtable Access is More than a Ramp: Accommodating People with Disabilities at Your Shelter	Spec Writing 101 Benefit from MSHDA's Single Family Mortgage Programs	Development Market for Rental Housing New Construction for Rural Michigan	Social Entrepreneurship: Generating Revenue From For-Profit Ventures	Preserving Section 8 Contracts Including Rural... Structuring Tax Credit Projects to Achieve Preservation with MSHDA... 202 Refinancing with FHA- MAP
11:30am	<div>NETWORKING</div> <div>NETWORKING</div> <div>NETWORKING</div>					
	<div>LUNCH</div> <div>LUNCH</div> <div>LUNCH</div>					
12:30pm	<div>Keynote</div> <div><i>Henry Cisneros Chairman & Chief Executive Officer, American CityVista and Former Secretary of the U.S. Department of Housing and Urban Development</i></div> <div>7:30am - 11:30am Exhibits Open</div>					
1:30pm	<div>NETWORKING</div> <div>NETWORKING</div> <div>NETWORKING</div>					
2:30pm	Green Building, Green Communities Creating Neighborhoods of Choice	Michigan Prisoner Re-Entry Initiative: New Models... Rapid Re-Housing and Linkage to the Landlord... Business Minis: Entrepreneurial Opportunities...	The Future of Federal Community and Economic Development Programs Issues Related to Credit Repair	Exit Strategies for Tax Credit Projects Marketing to Portable Voucher Holders in a Competitive Affordable Market	Reports that Work! Improving Staff Reports to Better Measure Organizational Performance <i>Part I of II</i>	Section 8 Preservation Options on MSHDA-Financed Properties 236 Preservation Options – HUD Decoupling and MSHDA's 236 Preservation Financing Program
	<div>NETWORKING</div> <div>NETWORKING</div> <div>NETWORKING</div>					
3:30pm	Rural Micro-Enterprise and Food Systems	Administrators Roundtable - Overcoming the Challenges of Scarce Resources Innovative Programs for Homeless Children	The Future of Federal Community and Economic Development Programs <i>(Repeat)</i> Developing Affordable Home Repair Services for Seniors	Emerging Trends in Senior Housing For-Profit/ Nonprofit Partnerships	Reports that Work! Improving Staff Reports to Better Measure Organizational Performance <i>Part II of II</i>	Roundtable Discussion of Available Preservation Options at HUD, Rural Housing and MSHDA
4:30pm						

Session Descriptions

About the Sessions

The Affordable Housing Conference provides an annual event where housing partners join together to share and learn from each other. Over 70 workshops are offered to fit the needs of all the conference attendees and are organized in six separate tracks.

Monday – 9:45am - 11:15am

Ending Homelessness

Continuum of Care Roundtable

This session will bring together leaders and participants from local Continuum of Care groups for an open and frank discussion of current core issues in Continuum planning and development. Dialogue will focus on: a) managing working relationships with Community Collaboratives as a means of increasing linkage to mainstream services, b) developing strategies for promoting locally-based Institutional Discharge Planning, and c) resolving early implementation issues in establishing a community-wide Homeless Management Information System.

Homeownership

Green Building in Michigan 2005

The intent of this workshop is to foster an understanding of green building programs and how they impact Michigan's consumers and builders. This session will give a brief history of the green building industry and outline some of the available programs serving the development process in Michigan. The session will also break down the process to help the attendees understand how they work and why they are important. The attendee will learn the benefits of green building for the builder, consumer, lender and the community. The session will also look at the advantages of developing statewide versus independent green building programs.

Monday – 1:15pm - 2:45pm

Community Economic Development

Affordable Water, Sewer & Telecommunication Systems for Rural Communities

Learn how to develop and build or extend small rural community infrastructure that will provide

rural businesses and households with water and sewer services and modern telecommunications. Bring high-speed Internet access to your community; deliver safe clean drinking water or environmentally sound wastewater disposal to your rural town while promoting economic development by using these technical and financial resources.

Community Economic Development Finance 101

Explore financing and grant funding programs for commercial revitalization and community economic development programs. Speakers will highlight public and private funding sources used in actual case studies. Topics will include: New Markets Tax Credits, CDBG, Section 108 loans, Tax Increment Financing, Brownfield Tax Credits, Program Related Investments, SBA 504 loan guarantees and FHLBI CIP loans.

Ending Homelessness

Homeless Prevention Partnerships: A Roundtable on Best Practices in Prevention Planning and Policy

This session will bring together representatives from communities that have received funding through the Homeless Prevention Challenge Grant program (jointly funded by MSHDA and the Council of Michigan Foundations). Through this approach, Continuum of Care groups, Community Foundations, and local Community Collaboratives partner in developing community-wide response to homeless prevention. This "roundtable" forum will provide opportunity for cross-community exchange and highlighting of both successes and challenges in mounting effective homelessness prevention strategies.

A Beginner's Guide to Creating Supportive and Service- Enriched Housing

Ending homelessness will require that we succeed at substantially increasing the supply of supportive housing – for homeless families, youth, and individuals. This session will provide an overview of the wide variety of supportive housing

options and methodologies that both agencies and communities can help to implement. This will include discussion of scattered-site leasing assistance, Shelter+Care, special needs housing through tax-credit partnerships, targeting use of Housing Choice Vouchers, and other forms of service-enriched housing. Related issues of funding, supportive service partnerships, and related staffing and agency capacity will be addressed.

Homeownership

Don't Move – Improve! Encouraging Home Improvement

MSHDA's Property Improvement Program (PIP) is available for nonprofit housing organizations and units of government to assist homeowners and landlords make necessary property improvements. As a PIP agent, nonprofit or governmental agencies can be a catalyst to help improve neighborhoods and can also earn origination fees for processing the loans.

MSHDA's Family Self-Sufficiency (FSS) Program and Partnering with MSHDA's LINKS to Homeownership Program

Renewed and Restructured! Learn who is eligible, what the requirements are, and how the escrow process works for MSHDA's FSS Program. This session will explain how MSHDA's Office of Existing Housing is partnering with MSHDA's Office of Single Family to provide counseling services to FSS participants. This is a must-attend session to understand the relationship between the FSS Program and the MSHDA Housing Choice Voucher (Section 8) Homeownership Program!

Multifamily Housing

Intro to the Development Team and Process

Abigail VanBuren (Dear Abby) once said, "If we could sell our experiences for what they cost us, we'd all be millionaires." Attend this session and walk away with the benefits of wisdom derived from over 25 years of working in real estate development. The most important aspects in creating the foundation for a successful project are outlined and discussed. The significance of the roles of each member on the team of development professionals and the essential components of the phases leading up to the formation of a successful development project will be evaluated.

Senior Housing Management: Supporting Successful Aging

This session is designed to teach us how to better meet the needs of frail elderly residents and link them with needed services at the right time. We will examine how to prevent eviction, falls and excess disability, and increase length of stay in the most independent residential setting possible.

Organizational Development

HELP! I Need to Manage My Information and I Don't Know Where to Start!

This workshop will explain in plain English the steps you should go through when planning to purchase a software package to manage your information. Participants will receive useful tools that will assist them in the planning and implementation process. Learn questions you should ask before you purchase. Bring all your technology questions.

Are We There Yet? A Roadmap for Building a Nonprofit of Excellence!

Today's nonprofits are challenged to set off on a quest for excellence, but nobody is quite sure what that means, or how to get there. In Michigan, a number of state partners have joined to create Principles and Practices for Nonprofit Excellence, and the supporting Principles and Practices Assessment Tool. Principles and Practices outlines basic tenets of organizational excellence: it puts an "x" on the map to signify a target destination. The Assessment Tool helps to identify where an organization is starting from, and then helps to develop a travel plan to drive you in the right direction. This session will review the Principles and the Assessment Tool, and will discuss potential models for self-assessment and moving forward.

Foreclosure Prevention from a Mortgage Company's Perspective

Two senior officers of a major mortgage company explain workout options, qualifying criteria, and

sessions continued on page 8

Key for Understanding Tracks

-  *Community Economic Development*
-  *Ending Homelessness*
-  *Homeownership*
-  *Multifamily Housing*
-  *Organizational Development*
-  *Preservation*

information needed to obtain assistance. You will gain insight into how mortgage companies perform outreach to their borrowers, and how they balance investor requirements for engaging in workouts with investor expectations for timely liquidation of nonperforming loans. This is an inside look at how mortgage companies work, with an emphasis on how you can help facilitate a good resolution for a troubled borrower.

Monday – 3:00pm - 4:30pm

Community Economic Development

Developing a Healthy Main Street

Main Street Initiatives are successful economic development building blocks that breathe life into a targeted areas for economic redevelopment. By identifying commercial strips for facade improvement, organizational development, business retention/recruitment, and promotion, the Main Street efforts create: business momentum, new businesses, new jobs and economic stabilization in neighborhood commercial corridors. This session will provide an overview on how to start a Main Street Initiative and highlight success stories from the 2003 Michigan Main Street awardees.

Community Land Trusts in Michigan

Communities across the United States and Michigan are creating Community Land Trusts in order to protect affordable housing and preserve subsidies. This session will include descriptions of existing Michigan Community Land Trusts and presentation of the tools developed by Community Legal Resources' Community Land Trust Project. Learn what a Community Land Trust is and then get the tools necessary to successfully implement a Community Land Trust in your community.

Ending Homelessness

A Systems Response to Homeless Prevention: The Minnesota Model

This workshop will provide an overview of Minnesota's widely acclaimed approach to homeless prevention – with a particular focus on the Hennepin County (Minneapolis) model. The Hennepin County model creates a one-stop “triage” system of early intervention designed to assure that households at risk are identified and supported at a level most appropriate to their need.

Supportive Housing Partnerships: A Case Study in Building Blended Management

What do you get when a creative developer, a responsive manager, and committed services partners join together in Supportive Housing creation? This panel presentation will discuss core elements of success in building not only housing but blended management for housing stability in a project recently developed in the Upper Peninsula for homeless and special needs populations.

Homeownership

MSHDA's Housing Choice Voucher (Section 8) Key To Own Homeownership Program

MSHDA's Office of Existing Housing unveiled its Homeownership Program in March 2004. This session offers a step-by-step overview on how to convert a rental voucher to a homeownership voucher. MSHDA's Office of Existing Housing is excited to offer this opportunity of assisting families in reaching their goal of unlocking the American Dream and achieving homeownership!

Multifamily Housing

How to Administer a Construction Contract

The workshop is designed to give you an overview of construction contract management. During the session you will be given detailed steps to avoid change orders, manage the change order process, the payment process, and the job scheduling process, and job quality issues.

Leasing Rental Property Quickly and Successfully

The Who, What, Where, When, Why and How of the basics in outreach marketing for your Tax Credit Property. Learn how to uncover potential residents through targeted companies, employers, cooperative marketing and organizations. Come and explore proven strategies to get your team not only involved but excited about your marketing programs. Tap into this hidden market and walk away with guaranteed ready-to-implement ideas. The result, higher rental ratios for your community.

Qualified Allocation Plan for Tax Credits

Change is Good! Here is your opportunity to learn about changes to the QAP and the tax credit application process. Information will be provided to increase understanding of Michigan's funding rounds and the new lottery process.

Organizational Development

Creating a Culture of Innovation

Creating a culture of innovation is the key to long-term success in business. Encouraging people at all levels of your organization to balance the need to generate new approaches against the fear of making a mistake is a significant leadership challenge. Creating A Culture of Innovation is an interactive workshop that will produce insights on how to: generate "out-of-the-box" thinking in your people, encouraging them to break old patterns and increase their effectiveness; understand the "box" that limits you and your team, and its impact; and inspire the people in your organization to exercise greater levels of initiative.

Demystifying Fundraising for Nonprofit Organizations

Learn why its important to expand your donor base as you generate income for your organization. Participants will gain a better understanding of how to develop an annual fundraising strategy that targets revenue from individuals first, and then corporations, foundations and government bodies. If your organization is getting less than \$50,000 annually from non-government or non-foundation sources, this session is for you!

Tuesday – 9:45am - 11:15am

Community Economic Development

Crossing Municipal Boundaries: Regional Community and Economic Development

This workshop will discuss the importance of a regional approach to community and economic development, and the advantages of working collaboratively with neighboring communities. The audience will hear from representatives of organizations involved in promoting regional initiatives.

Cool Cities: Attracting and Retaining Young Knowledge Workers

No, you don't want them to come back and live with you! But Michigan does want your sons and daughters to come back to live in our urban centers! What will it take to get them back? What can a city do to attract and retain the urban

pioneers? Researchers will share what these young knowledge workers say they want, and experts will give best practice examples of what successful cities do to act as magnets for this population.

Ending Homelessness

A Home for Every Child: Michigan's Emerging Blueprint for Ending Family Homelessness

Governor Granholm has commissioned a "Policy Academy on Homeless Families and Children" to develop a long-term strategic plan designed to end homelessness among families, children, and youth in the State of Michigan in the coming decade. This interactive session with State Policy Leadership Team members will share early draft recommendations and invite stakeholder feedback to help shape final recommendations for the State's long-term action plan.

Fun at Work?: Strategies for Workplace Communication

Fun opportunity to engage in content exercises and lessons on how to connect, build rapport and get along with just about anyone in the workplace. This promises to bring a refreshing outlook on workplace interactions.

Homeownership


MSHDA Mortgage Credit Certificate (MCC) Program Training

Increase your borrower's buying power! This training seminar will offer you the opportunity to learn or become updated on all requirements, including a step-by-step process for using this Federal Tax Credit. Learn how to partner this credit with your own mortgage loan product line to qualify your borrower(s) for more of a mortgage. Recommended for current MSHDA Participating Lenders.


Key for Understanding Tracks

 *Community Economic Development*

 *Ending Homelessness*

 *Homeownership*

 *Multifamily Housing*

 *Organizational Development*

 *Preservation*

Foreclosure – From Delinquency to Sheriff Sale

This session will discuss terminology, the foreclosure process, and the impact on homeowners, lenders and the community. It will also explain how to assist homeowners with foreclosure avoidance techniques and loss mitigation. This information will be presented from a nonprofit counseling and lender's perspective providing the valuable "insider" information necessary to prevent foreclosure.

Multifamily Housing

Direct Lending Products from MSHDA

MSHDA offers direct lending products which couple with the Low Income Housing Tax Credit program. MSHDA's TEAM and HOME Team Advantage both work with the 9% credit. The MSHDA Multifamily Development Staff will be on hand to describe their direct lending and will also present a case study to show how the 4% Tax Credit works with MSHDA financing.

Meet the Pre-Development Funders

Local Initiatives Support Corporation, USDA–Rural Development, Michigan Interfaith Trust Fund, Great Lakes Capital Fund, Comerica and Bank One will provide an overview of the pre-development funding programs that each organization offers for the development of affordable rental housing. Each representative will be available to answer questions at the end of the session.

Tax Credit Compliance – Part I of III

This session offers a one-day overview of the Low Income Housing Tax Credit (LIHTC) once the construction of the property is complete. This course includes discussion on who is an eligible resident for a LIHTC property, credit period, compliance period, student issues, as well as an overview of the IRS Section 42 Blue Book. Also covered are initial compliance, calculating residents income limits, the 4350 HUD handbook changes, as well as minimum set asides and the 20/50 or 40/60 options. The session will be a great refresher course for many and is highly recommended for Asset Managers and Property Managers of LIHTC properties.

Tax Credit Development – Part I of III

Great Lakes Capital Fund has designed three consecutive sessions for participants that have little or no experience in developing affordable housing. Learn how to calculate a mortgage, become familiar with tax credit fundamentals, and learn how to

determine the amount of credit a project is eligible to receive. This session includes calculating the amount of equity that a project will receive and how much (if any) additional financing is needed. Analysis of the feasibility of a project including basic underwriting guidelines is also included. The session concludes with a hands-on exercise. Participants will apply their new knowledge by creating a proforma and a financing plan for a Low Income Housing Tax Credit development.

Organizational Development

Political Advocacy "How to" for Busy People in Nonprofit Organizations

This interactive workshop is designed to help busy professionals learn how to fit policy advocacy into their hectic schedule. Topics will include basic techniques for lobbying and advocacy by 501(c)(3) nonprofit organizations and developing grassroots networks. Learn the rules about what you can and cannot do.

Succession Planning: Making Sure Your Good Deeds (and Good Organization) Will Continue

When things are running smoothly, you may not be thinking about how a change in key staff or board members might affect the organization. Come learn why succession planning is important, what roles the board and staff play in putting a solid plan together, and some of the pitfalls to avoid.

Tuesday – 1:15pm - 2:45pm

Community Economic Development

Urban Sprawl, Land Use Planning and Farmland Preservation

Urban sprawl is creeping toward us. Learn ways to plan for, manage and shape the developments of the future. Discussions will include planning/zoning issues facing rural communities and preservation of farmland and open spaces to enhance the "country feel" that many people want.

You Betcha! Small Cities Can Be Cool

Working in concert with the Michigan Municipal League, MSU Researchers have been gathering best practices from the many small communities in our state that are proving that size doesn't matter.

Excellent examples of unique revitalization/ economic development strategies will be detailed, with great suggestions for how to implement in your own community.

Ending Homelessness

Tapping Into Federal Resources for Ending Homelessness in Your Community

Communities working to end chronic homelessness need access to federal resources in developing programming and supports as part of a comprehensive strategy for ending homelessness. In this workshop, representatives of several federal programs will highlight strategies for accessing federal resources for application in community efforts to end homelessness.

Case Management How To's

This is an opportunity for staff to learn or reacquaint themselves with case management skills and techniques including appropriate casenoting, paraprofessional counseling skills, intake, and assessment procedures. An excellent session for paraprofessional staff.

Homeownership

MSHDA Single Family Loan Program Training – Part I of II

Expand your product line! Through the Lender Network, MSHDA offers the lowest rates in town. This training will offer you the opportunity to learn or become updated on all the requirements, including a step-by-step process for originating MSHDA Single Family Mortgage Loans. Recommended for current MSHDA Participating Lenders.

Homeownership for People with Disabilities

Have you ever wondered how people receiving SSDI or SSI can own a home? The Michigan Home Ownership Coalition has been helping people with disabilities to purchase homes since 1995. The panelist will present an overview of the process that brings homeownership within the limited reach of many households impacted by disabilities. This session will introduce you to specialized loan programs and customized down payment assistance programs being used by MSHDA, cities and counties, nonprofit agencies and the borrower.

Multifamily Housing

Partnership Between Housing and Service Providers for Service Enriched Housing for People with Special Needs – Part I of II

The session is designed to show how effective partnerships can be achieved between housing and service providers for the development of service-enriched housing for people with special needs. Rental housing owners, managers and service providers will learn the elements of a successful partnership; how to use that partnership in developing housing through Low Income Housing Tax Credits (Addendum III process will be clarified); and the importance of involving persons with special needs in the development process.

Funding Programs and AHP Project Roundtables with Federal Home Loan Bank

This session will provide an overview of the Federal Home Loan Bank of Indianapolis' (FHLBI) funding programs which include the Affordable Housing Program (AHP), the Home Opportunity Program (HOP) for down payment and closing cost assistance, the Neighborhood Impact Program (NIP) for owner-occupied rehabilitation, and the Community Investment Program (CIP) for long-term, low-cost funding for housing and economic development products. Representatives will spend part of the session in roundtable consultations with project sponsors/developers who would like to discuss potential AHP projects for the second funding round of 2005. Bring a draft application with you to the session (www.fhlbi.com).

Tax Credit Compliance – Part II of III


This session offers a one-day overview of the Low Income Housing Tax Credit (LIHTC) once the construction of the property is complete. This

sessions continued on page 14


Key for Understanding Tracks

 *Community Economic Development*

 *Ending Homelessness*

 *Homeownership*

 *Multifamily Housing*

 *Organizational Development*

 *Preservation*

course includes discussion on who is an eligible resident for a LIHTC property, credit period, compliance period, student issues, as well as, an overview of the IRS Section 42 Blue Book. Also covered are initial compliance, calculating residents income limits, the 4350 HUD handbook changes, as well as minimum set asides and the 20/50 or 40/60 options. The session will be a great refresher course for many and is highly recommended for Asset Managers and Property Managers of LIHTC properties.

Tax Credit Development – Part II of III

Great Lakes Capital Fund has designed three consecutive sessions for participants that have little or no experience in developing affordable housing. Learn how to calculate a mortgage, become familiar with tax credit fundamentals, and learn how to determine the amount of credit a project is eligible to receive. This session includes calculating the amount of equity that a project will receive and how much (if any) additional financing is needed. Analysis of the feasibility of a project including basic underwriting guidelines is also included. The session concludes with a hands-on exercise. Participants will apply their new knowledge by creating a proforma and a financing plan for a Low Income Housing Tax Credit development.

Organizational Development

Common Human Resource Mistakes: How Not to Get Sued

With program needs, financial constraints and community relations all competing for your attention, it can be easy to overlook the heart of your organization – the employees! Come get a quick update on today's "hot topics" in employment law and employee relations.

Consultant Contracts: How to Get What You Bargained For

Nonprofit organizations enter into service contracts with consultants for strategic planning, fundraising, development consulting and other program activities. Often the nonprofit accepts the service contract provided by the consultant without review, failing to ensure the nonprofit's interests are protected. Hear from a legal expert about what to look for in consultant contracts, what is reasonable, and some solutions to common problems.

Tuesday – 3:00pm - 4:30pm

Community Economic Development

Revitalizing Michigan's First Tier Suburbs

Hear how several first tier suburbs in the Metro Detroit area are addressing community and economic revitalization issues within their communities and regionally with the development of a new, innovative tool for redevelopment: "Redevelopment Ready Communities (RRC)." The session will provide an update on successes achieved by communities using the program as part of their revitalization strategies.

Advancing Affordable Housing in the Face of NIMBYism

Michigan's affordable housing developers are increasingly facing opposition from local residents and governments threatened by perceived tax effects from affordable housing and misinformation about special needs populations. Experienced developers from both urban and rural communities will talk about their experience with NIMBYism from neighborhood meetings to planning commission hearings and what they have done to successfully work through it. An experienced Fair Housing attorney will address the intersection of NIMBY and fair housing violations.

Ending Homelessness

Ten Year Plans: Reality vs. Rhetoric in Local Planning

HUD and the US Interagency Council on Homelessness have been encouraging cities, counties and states to develop "10-Year Plans" for Ending Homelessness with special emphasis on ending chronic homelessness. This session will highlight current efforts in three of Michigan's communities as a means of shedding light on the challenges and realities of the 10-Year Planning Process. Communities with a commitment to long-term strategic planning will find this workshop of particular value.

Surviving the Workplace

This workshop is intended as a fun and informative opportunity to relearn how to de-stress using various forms of art, music and therapeutic interventions. Come relax and learn techniques which can be shared with clients or for personal enjoyment. Surprise giveaways for those who fully participate!

Homeownership

MSHDA Single Family Loan Program Training – Part II of II

This session is Part II of the continuation of the MSHDA Single Family Loan Program Training offered earlier. Participation and completion of Part I is required for this session.

Using Land Banks to Improve Your Community

Although Land Banks are new to Michigan, they are already having impact on neighborhoods. Learn about the roles Land Banks have in land disposition of tax reverted properties in Michigan. Explore the opportunities that Community Development Corporations have in working with the Land Banks to revitalize their communities.

Multifamily Housing

Alternative to Tax Credits in Multifamily Developments

This workshop explores a variety of financing scenarios to fund multifamily development projects. It starts with the premise that a more detailed examination of the target market should occur to determine what type of housing is most appropriate for the market and then financing opportunities should be examined. For example: HUD 202 for senior housing, co-op housing, and limited equity condominiums. The purpose is to get the audience to think beyond LIHTC as the only avenue to fund multifamily housing and to focus more on the housing product that most fits your neighborhood development goals.

Tax Credit Compliance Part III of III

This session offers a one-day overview of the Low Income Housing Tax Credit (LIHTC) once the construction of the property is complete. This course includes discussion on who is an eligible resident for a LIHTC property, credit period, compliance period, student issues, as well as, an overview of the IRS Section 42 Blue Book. Also covered are initial compliance, calculating residents income limits, the 4350 HUD handbook changes, as well as minimum set asides and the 20/50 or 40/60 options. The session will be a great refresher course for many and is highly recommended for Asset Managers and Property Managers of LIHTC properties.

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Organizational Development

So the Funders are Asking us to Collaborate...What Does That Really Mean and What's in it for My Organization?

What does collaboration really mean anyway and by whose definition? Come explore the continuum of nonprofit collaboration with experts and peers.

sessions continued on page 16

Key for Understanding Tracks

-  *Community Economic Development*
-  *Ending Homelessness*
-  *Homeownership*
-  *Multifamily Housing*
-  *Organizational Development*
-  *Preservation*

Think through the implications of collaboration with sister and brother organizations or even a far flung friend. Consider the many ways it could take shape and the impact it could have on the people you serve.

Financial Statements: What do They Tell Me and How Can They Help Me?

What are the financial statements and what information do they include? How frequently should you prepare them? Learn simple techniques to analyze your nonprofit's financial statements to make better business decisions. Topics include financial ratios, recognizing trends and cash flow management.

Wednesday – 9:45am - 11:15am

Community Economic Development

Mixed-Use Development Tools

This technical session is geared toward developers, lenders, syndicators and community development practitioners. Session topics include: market feasibility studies for residential and commercial space, ingredients for successful loft projects, pre-leasing requirements, working with leasing agents, public and private financing tools such as FHLBI CIP program, CDBG, New Markets and Brownfield Tax Credits, and other forms of public sector support like NEZ designation, PILOTs, and concessions on parking requirements.

USDA Community Facility Financing

For 30 years, the Community Facility program administered by USDA Rural Development has been committed to the future of rural communities by helping improve the quality of life and providing economic opportunity in rural America. If long-term, low-interest financing fits your organization's budget, with perhaps a few grant dollars thrown in, then check us out. Learn about the eligibility criteria of the program and see first-hand the lenders perspective on economic feasibility.

Ending Homelessness

Rural Homeless Initiatives Roundtable

This roundtable will bring together representatives of currently funded "rural homeless initiatives" to discuss common issues in efforts to end

homelessness in Michigan's rural communities. Programs to be addressed include the MSHDA-funded Rural Homeless Initiative, HUD/FIA-funded Rural Housing Resource Specialists, and HUD/DCH-funded scattered site Permanent Supportive Housing program. All rural homeless services providers will find this session of value.

Access is More than a Ramp: Accommodating People with Disabilities at Your Shelter

Although physical access is important, it is just one piece of modifying programs and services to make access equal for people with disabilities. This session explores the many aspects of disability which include physical, sensory, cognitive and psychiatric.

Homeownership

Spec Writing 101

If you are a new staff person responsible for your organization's contracts with builders, or if your organization has struggled to develop its spec writing standards, this is the session for you. Learn from qualified and experienced organizations on what comprises quality spec standards and hear from municipal officials about what information they need for their contracts.

Benefit from MSHDA's Single Family Mortgage Programs

Learn the benefits of MSHDA's mortgage products for low- to moderate-income homebuyers. Three program areas will be covered: 1) Single Family Program, which offers mortgages with low interest rates and down payment assistance; 2) Mortgage Credit Certificate Program (MCC), which offers a federal tax credit that can assist in qualifying a borrower for a mortgage; and 3) LINKS to Homeownership Counseling Network, which offers pre-purchase counseling services to prepare a borrower for home purchase. Recommended for mortgage lenders, Realtors, nonprofits and governmental municipalities interested in providing these MSHDA products and services.

Multifamily Housing

Development Market for Rental Housing

Having the right rental development in the right market is essential. This panel places side-by-side a market analyst who determines the market for rental housing, developers, and property managers that live with this market both in urban and rural

settings. The panel will also include a representative from MSHDA who will relay market information from the State's regulatory perspective.

New Construction for Rural Michigan

USDA's Rural Development and MSHDA have financing options to develop new affordable rental housing in rural areas of Michigan. This session will discuss federal and state resources for new construction and project financing through the Rural Rental Housing (RRH) program and the HOME Team Advantage program. It will also provide a developer's perspective on rural rental development.

● *Organizational Development*

Social Entrepreneurship: Generating Revenue from For-profit Ventures

Are you a social entrepreneur? Looking for ways to bring in unrestricted revenue for your organization? Thinking about a for-profit venture? You are not alone! Come learn the ins and outs from nonprofit organizations that have put in the sweat equity and successfully navigated break even points and the legal and tax implications. Learn how they created a revenue stream from a for-profit venture while staying focused on their mission.

◆ *Preservation*

Preserving Section 8 Contracts Including Rural Developments

This session is targeted for the audience with some knowledge and background on Section 8 contracts. The session will briefly cover Section 8, and move quickly into how rents are set in a preservation transaction, when and how comp studies are utilized, and timing of these activities.

Structuring Tax Credit Projects to Achieve Preservation with MSHDA and Other Financing Programs

This workshop will focus on using Tax Credits and MSHDA and HUD financing programs to acquire projects with the goal of preservation. MSHDA financing programs to be discussed will include the Modified Pass Through Program as well as other HUD financing programs. In addition, topics will include unique aspects of the Tax Credit program which apply when doing a preservation project and how tax credits fit into the pass through program.

202 Refinancing with FHA- MAP

Discussion of Section 202 Housing refinancing guidelines. Topics of discussion will include the underwriting policies of new FHA mortgages for existing 202 mortgages. Topics will also include prepayment guideline for the exiting 202 Mortgages.

Wednesday – 1:15pm - 2:45pm

✦ *Community Economic Development*

Green Building, Green Communities

If you think it's not easy being green, think again! How to's and benefits of Green Building will be explored, along with what it means to be "LEED" certified. In addition, we'll explore possible funding opportunities tied to green building, and provide best practice examples.

Creating Neighborhoods of Choice

Comprehensive neighborhood revitalization requires grass roots passion for planning, collaborating, and action in order to accomplish a set of revitalization outcomes. Experts who are working with neighborhoods to achieve these outcomes will share in the successes and the challenges they have faced in a variety of rural and urban settings.

🏠 *Ending Homelessness*

Rapid Re-Housing and Linkage to the Landlord Community

A primary means of responding to the crisis of homelessness is "rapid re-housing" in existing housing units. This workshop will focus on landlord perspectives in supporting and encouraging broader use of existing housing for addressing homeless and at-risk populations.

Key for Understanding Tracks

✦ *Community Economic Development*

🏠 *Ending Homelessness*

➤ *Homeownership*

✦ *Multifamily Housing*

● *Organizational Development*

◆ *Preservation*

Business Minis: Entrepreneurial Opportunities for Homeless Service Providers

Two businesses (food and clothing consignment) are discussed as potential models for shelters interested in starting a business which can provide job training opportunities for residents and enhance cash flow.

Michigan Prisoner Re-Entry Initiative: New Models of Practice

Governor Granholm has made a significant commitment to transforming both policy and practice within the Michigan Department of Corrections to support successful re-integration of ex-offenders into their home communities. This session will focus on new demonstration projects recently initiated in several Michigan communities as a means of highlighting new approaches to institutional discharge planning, transitional and supportive housing, and community-based services.

Homeownership

The Future of Federal Community and Economic Development Programs

This session will discuss federal community and economic development programs and their impact on Michigan's communities. What are the implications of the recent proposals to alter and significantly reduce funding for CED programs?

Issues Related to Credit Repair

This is a workshop designed to challenge the counselor to empower the client to take aggressive steps to repair and improve credit. Too many first-time home buyers seek the easiest approach for loan approval without considering the long-term cost. This workshop will address a variety of issues related to credit repair: 1) What happens to the buyer who chooses not to repair all credit issues – the peril and cost of the sub-prime market; 2) the truth about the 7-year law concerning when credit issues are to be removed; 3) simple steps to take in assisting credit repair – empowering the applicant.

Multifamily Housing

Exit Strategies for Tax Credit Projects

This workshop will examine some of the questions facing owners as an LIHTC project reaches the end of the 15-year compliance period. It will look at the needs of the general partner, the investors, the property, and the community to determine what the options are for the disposition of a property.

Some issues that will be considered are exit taxes, capital accounts, fair market value, capital needs, changing markets, and general partners' options and purchase scenarios.

Marketing to Portable Voucher Holders in a Competitive Affordable Market

Learn the challenges facing management companies to meet financial goals while keeping tax credit properties in compliance, including how to obtain favorable tenant utility allowances, best techniques to process and verify tenant income, and how to work with HOME funds and mixed income projects. Also, find out how to correct 8823 notices and learn the latest on tax credit syndication and housing finance agency audit requirements.

Organizational Development

Reports that Work! Improving Staff Reports to Better Measure Organizational Performance Part I of II

Learn how effective reporting concepts and methods can help maximize communication and accountability in your organization. This session will help staff develop essential reporting structures, and guide board members in evaluating and using reports to measure organizational performance.

Preservation

Section 8 Preservation Options on MSHDA-Financed Properties

This workshop will focus on the various financing options available to owners of unpreserved Section 8 MSHDA financed housing developments. The workshop will concentrate on the preservation process with possible case studies of successful preservation transactions. Both MSHDA's perspective and that of an owner-representative will be presented.

236 Preservation Options – HUD Decoupling and MSHDA's 236 Preservation Financing Program

This workshop will briefly discuss methods for preserving affordable housing under the 236 decoupling program. This workshop will use case studies as well as written materials in the presentation and will be focused on experienced multifamily staff. It will also discuss lessons learned from other applications including submission requirements and voucher conversion process. Also to be shared, best practice solutions in

handling substantial renovations that cause the least inconvenience to the existing residents.

Wednesday – 3:00pm - 4:30pm

Community Economic Development

Rural Micro-Enterprise and Food Systems

Community-based economic development strategies come in all shapes and sizes. In rural communities and inner city neighborhoods, entrepreneurs fill market niches with unique products and services. This workshop will explore the many facets of non-traditional community-based economic development and the technical and financial resources that support these initiatives.

Ending Homelessness

Administrators Roundtable - Overcoming the Challenges of Scarce Resources

This is an opportunity for senior/management staff to discuss day-to-day challenges and problem solve together. This has become a great networking opportunity within an informal support group.

Innovative Programs for Homeless Children

Two children's shelter program models will be discussed. Participants will learn how the programs were designed, funded and are currently operating to enhance the quality of children's programming in shelter environments.

Homeownership

The Future of Federal Community and Economic Development Programs (Repeat of 1:15 - 2:45 session)

This session will discuss federal community and economic development programs and their impact on Michigan's communities. What are the implications of the recent proposals to alter and significantly reduce funding for CED programs?

Developing Affordable Home Repair Services for Seniors

This session will demonstrate how a community can develop an organized program to keep older adults in their own homes longer by increasing access to affordable home repair. This program benefits the entire community by connecting volunteers with seniors who need affordable home repair services.

The importance of fall prevention in aging adults will also be discussed.

Multifamily Housing

Emerging Trends in Senior Housing

Learn the latest trends in senior housing, including what seniors really want in their community and their unit. We will also discuss how the senior market is segmented by age and service needs as well as new ways to examine market demands including looking at real rent to income ratios.

For-Profit/Nonprofit Partnerships

This workshop will examine elements of a nonprofit/for-profit partnership. It will discuss the different types of "partnerships" and how a nonprofit can evaluate the value it brings to a partnership.

Organizational Development

Reports that Work! Improving Staff Reports to Better Measure Organizational Performance Part II of II

Learn how effective reporting concepts and methods can help maximize communication and accountability in your organization. This session will help staff develop essential reporting structures, and guide board members in evaluating and using reports to measure organizational performance.

Preservation


Roundtable Discussion of Available Preservation Options at HUD, Rural Housing and MSHDA

This panel will quickly recap the day's discussions on preservation programs offered by their respective agencies and then open up the floor for questions from the industry.


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Speaker Profiles



Monday – Opening Remarks *Michael DeVos, Executive Director MSHDA*

Michael DeVos is the newly appointed executive director of the Michigan State Housing Development Authority (MSHDA). Having only assumed the directorship in late January, he is working with Authority staff in a variety of affordable housing areas. He is particularly focusing on increasing the Authority's single family and multifamily production, tackling neighborhood and community revitalization projects, addressing homelessness issues, raising public awareness, and building partnerships and interagency collaborations, including the exploration of supportive housing opportunities in collaboration with state service agencies.

Formerly the director of development for the Maine State Housing Authority since 1995, Mr. DeVos has an extensive background in the affordable housing industry; dating back to 1982 when he began his career in real estate. Since then he has been a self-employed developer, worked for the Trust for Public Land, and served as the executive director for Resources for Community Development in California.

Mr. DeVos graduated Magna cum Laude in 1981 from Harvard College and earned an M.B.A. in 1991 from the University of California, Berkeley. He is married with two children, one in high school and one attending college at the University of Michigan.



Lansing Mayor Tony Benavides

Tony Benavides has spent his entire career providing services to the City of Lansing as Mayor, City Council member and Executive Director of Cristo Rey Community Center.

While serving as City Council President, Tony Benavides assumed the position of Mayor in January 2003 after Mayor David Hollister joined Governor Jennifer Granholm's administration to lead the new State Department of Labor, Economic Growth and Urban Development. He was officially elected Mayor in November 2003.

Mayor Benavides' priorities include retaining and expanding General Motors' presence in the Lansing region, economic development, strengthening neighborhoods, improving quality of life for families and youth, and improving government operations and services. Key to the success of these priorities is the availability of affordable, attractive housing. Mayor Benavides has continued several initiatives and launched a number of new programs to make Lansing the first choice for attractive, affordable housing and strong neighborhoods, including:

- The announcement of a new housing development on the former Boys Training School site – the first subdivision of private homes built in Lansing in 40 years;
- Planned construction of a new \$15 million downtown urban community with local developers that includes between 120 and 140 residential units;
- Creation of the **Mayor's Housing Task Force**, which has developed strategies to increase home ownership in Lansing;

The theme of Mayor Benavides' administration is "YES WE CAN," because he believes that the City's residents can and will work hard to make Lansing a family-friendly City – a City where individuals and families want to live, work and raise their children.



Keynote Speaker – Monday Lunch

*Christopher P. Gardner, President & CEO,
Gardner Rich & Company*

Being a working single father and caring for an infant is tough enough; doing it while homeless and sleeping in a shelter and, on occasion, a subway station bathroom, makes it that much tougher. Through it all, Chris Gardner never gave up on his dreams.

It all started when Gardner met a man in a parking lot driving a red Ferrari. "He was looking for a parking space. And I said, 'You can have mine. But I gotta ask you two questions.' The two questions were: What do you do? And how do you do that? Turns out this guy was a stockbroker and he was making \$80,000 a month."

Gardner started knocking on doors and applying for training programs at brokerage firms. Just after being accepted into a program, his plans collapsed as quickly as they had materialized. The man who offered him the training slot was fired, Gardner was hauled off to jail for unpaid parking tickets, his wife left him with their infant son to take care of and he suddenly found himself without a place to live.

Despite his lack of resources, Mr. Gardner found ways to make ends meet while finishing the training program and passing the licensing exam. After making a name for himself in the industry, he established his own successful Chicago-based firm, Gardner Rich & Company in 1987. Under Mr. Gardner's directions, GRC has adopted a "give back to the community" program. The Company donates 10% or more of the Company's earnings toward school and educational projects in the community it serves.

Mr. Gardner's tale of survival and success has earned him national acclaim. In January, 2003, he was featured on the ABC news program "20/20." That segment caught the attention of several prominent Hollywood studios and producers who have compared Mr. Gardner's story to the critically acclaimed film "Antwone Fisher." Currently, Columbia Pictures has acquired the rights to bring Mr. Gardner's amazing story to the big screen. Mega-star Will Smith will co-produce the film titled "Pursuit of Happiness" and star in the movie as Chris Gardner. Production is expected to begin soon.

Tuesday – Public Policy Plenary Session

*John A. Schall, President and CEO,
National Congress for Community Economic Development (NCCED)*

John A. Schall is currently the President and CEO of the National Congress for Community Economic Development (NCCED). He is a public policy and communications professional with noted expertise in a wide range of policy fields. He brings over twenty years of experience in senior positions with the Executive and Legislative branches of government.

John Schall most recently served as the Executive Director of the National Business Coalition on E-Commerce and Privacy. He also managed Senator Bob Dole's consulting contracts at the law firm of Alston & Bird, LLP.

From 1997 to 1999, John Schall served as the Executive Director of the Project on the Advocacy of U.S. Interests Abroad – a bipartisan blue-ribbon commission to examine the conduct of U.S. foreign affairs in the post-Cold War era. Schall served as former Senator Dole's chief budget advisor in the Senate Majority Leader's Office. He was also a Guest Scholar at The Brookings Institutions and a Fellow at the Institute of Politics at Harvard's John F. Kennedy School of Government. In 1994, he narrowly lost his bid for election to Congress from Michigan's 13th District. Schall's career includes many prominent government positions as well as extensive private sector consulting experience.



Wednesday – Plenary Session

James Inglis, Livonia Housing Commission & National Association of Housing and Redevelopment Officials

Jim Inglis was elected to a two-year term as president of the National Association of Housing and Redevelopment Officials (NAHRO) in October 2003. Jim has served as the executive director of the Livonia, Michigan, Housing Commission since 1977.

The Livonia Housing Commission is a combined housing and community development agency serving over 1,400 families and has an annual operating budget of over \$11 million. The commission operates conventional low-rent public housing, Section 8 Housing Choice Vouchers, Section 8 New Construction, municipal-bond-financed housing, homeownership initiatives, HOME and the Community Development Block Grant program.

Jim holds a Bachelors of Science degree in Public Administration from Ferris State College and a Masters Degree from Eastern Michigan University. He is a member of the NAHRO Board of Governors, a past chair of the NAHRO Budget and Administration Committee, and past president of the North Central Regional Council and Michigan Chapter of NAHRO.



Keynote Speaker – Wednesday Lunch

Henry Cisneros, Chairman & Chief Executive Officer, American CityVista and Former Secretary of the U.S. Department of Housing and Urban Development

As the founder and chairman of American CityVista, Henry Cisneros brings executive and urban planning experience to the community-building joint venture he formed with KB HOME in August 2000. Mr. Cisneros is also the chairman of CityView, a California-based company dedicated to creating for-sale workforce housing in urban areas in the Pacific Region.

The focus of these companies is to build significant numbers of homes – “villages within the city” – in the central neighborhoods of major metropolitan areas. The need for new homes within cities, the redevelopment priorities of local governments, and the homeownership dreams of urban families – all make the concept of building reasonably priced communities in central city areas an attainable business goal.

Mr. Cisneros is also the founder and Chairman of American Sunrise, a non-profit venture focused on homeownership and after-school programs in high-poverty areas of San Antonio.

Previously, Mr. Cisneros was President and Chief Operating Officer of Univision Communications in Los Angeles, the Spanish-language broadcaster which has become the fifth-most-watched television network in the nation.

From 1993 to 1997, Mr. Cisneros served as the Secretary of the U.S. Department of Housing and Urban Development. As a member of President Clinton’s Cabinet, Secretary Cisneros was assigned America’s housing and community development portfolio. He is credited with initiating a major revitalization of many of the nation’s public housing developments and with formulating policies which have contributed to today’s record homeownership rate. Prior to joining the Cabinet, he was Chairman of Cisneros Asset Management Company, a fixed-income money management firm operating nationally.

In 1981, Cisneros became the first Hispanic American Mayor of a major U.S. city – San Antonio. During his four terms in office, Cisneros helped rebuild the City’s economic base and created jobs through massive infrastructure and downtown improvements, earning for San Antonio a reputation as one of the most progressive cities in the nation in that era.

In 1984, he was interviewed by the Democratic Presidential Nominee as a potential candidate for Vice President, and in 1986 was selected the Outstanding Mayor in the nation by City and State Magazine.

Mr. Cisneros has served as President of the National League of Cities, Chairman of the National Civic League, Deputy Chair of the Federal Reserve Bank of Dallas, as a board member of the Rockefeller Foundation, and as Chairman of the San Antonio Hispanic Chamber of Commerce. Mr. Cisneros presently serves as a board member of Countrywide Mortgage, The Enterprise Foundation, and the New America Alliance.

Conference Scholarship Award

The conference planning committee is offering a limited number of scholarships to organizations which otherwise could not afford to attend this conference, but would benefit from the training. **Scholarship Awards are limited to one individual per agency.**

Award Scholarship/Stipend Amount

- Complimentary conference registration fee
- \$225.00 (travel and hotel stipend) per organization outside a 45-mile radius from the Lansing Center. Stipend checks will be available at the registration desk.
- Limited to one person per organization

Eligibility Criteria

- Less than five full-time paid staff
- Annual administrative budget of less than \$125,000. Administrative budget statements must accompany application.
- Actively involved in producing affordable housing and/or providing housing/homeless services
- The organization must submit the application on behalf of the individual
- The name of the individual cannot be changed

Applications will only be accepted when accompanied by your organization's current operating budget.

Application Process

- Please complete and return the Scholarship Award Application Form (below) along with a copy of Year 2005 operating budget, verifying the financial need. Application forms must be received by Friday, April 29, 2005.
- Applications will be processed by a scholarship award steering committee, and notification letters will be mailed to the applicant at the address on the application on Monday, May 9, 2005.
- All applications must be registered for the conference before the awards are announced. Refunds on registration fees will be processed during the scholarship award notification process.
- *Please note: If qualifying applications exceed the number of scholarships available, a random drawing will take place as a final selection process for award recipients.*

Application Form

Name of Organization: _____

Street Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

E-mail: _____

Name of Scholarship Applicant: _____

Title: _____

Please provide the following additional information:

1. Number of full-time paid staff:* _____ 2. Amount of year 2004 operating budget:* _____

**Submit year 2004-05 operating budget verifying these numbers*

3. List of housing activities: _____

Mail to: Diane Dufek, MCOAH, 3300 Washtenaw Avenue, Suite 220, Ann Arbor, Michigan 48104-4200 or fax to: 734-677-2407

Ending Homeless

Registration Form

2005 Michigan Conference on

Affordable Housing

c/o AMR Alliances, 3300 Washtenaw Avenue, Suite 220
Ann Arbor, Michigan 48104-4200

Attendee Information *(Please Print)*

Your Full Name _____

First Name (for your name tag): _____

Title: _____

Organization/Company: _____

Organization/Company Type: ☐ Non-profit Housing Organization; ☐ Homeless Service Provider;
(check all that apply) ☐ Local Unit of Government; ☐ For-Profit Developer; ☐ State/Federal
Government; ☐ Faith-based Organization; ☐ Arts/Cultural Organization;
☐ Consultant; ☐ Economic Development Organization;
☐ Student/Academics; ☐ Vendor ☐ Investor/Lender ☐ Rural Interest

Mailing Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Registration Fees *(Check Appropriate Boxes)*

You can register for the entire conference or individual days.

Monday's registration includes the reception.

	Early Bird Received by April 22	Received after April 22
<input type="checkbox"/> Attending one day only: <input type="checkbox"/> Mon <input type="checkbox"/> Tue <input type="checkbox"/> Wed	<input type="checkbox"/> \$65	<input type="checkbox"/> \$80
<input type="checkbox"/> Attending two days only: <input type="checkbox"/> Mon <input type="checkbox"/> Tue <input type="checkbox"/> Wed	<input type="checkbox"/> \$120	<input type="checkbox"/> \$150
<input type="checkbox"/> Attending all three days	<input type="checkbox"/> \$150	<input type="checkbox"/> \$175
<input type="checkbox"/> Attending Monday Evening Reception Only	<input type="checkbox"/> \$25	<input type="checkbox"/> \$35
<input type="checkbox"/> Attending CEDAM River Cruise <i>(The River Cruise Fee is in addition to the registration fees.)</i>		
<input type="checkbox"/> \$20 member <input type="checkbox"/> \$30 non-member		

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☐ Need a motor scooter ☐ Other: _____

3 easy ways to register for the 2004 Conference!

1. **Mail This Form To:** AMR Alliances, 3300 Washtenaw Avenue, Suite 220, Ann Arbor, MI 48104
2. **Return This Form by Fax To:** 734-677-2407
3. **Or Register Online at:** www.housingconference.org

Please Note: Early Bird Registration Deadline is Friday, April 22, 2005.

Registrations received after April 22 will not be included on the participant CD which is distributed on-site. Any requests for a refund will be subject to a \$20 administrative fee. Registration fees are not refundable after April 29, 2005.

Attention Exhibitors!

If you are interested in exhibiting at the conference, please contact Donovan & Company, Inc. by phone at 517-485-7237, or by e-mail at ahc-info@donovanandcompany.net.

Dietary

Throughout the conference, buffet meals will be provided which offer a wide range of foods to meet most dietary restrictions. However, if you have a serious dietary concern that we should know about, such as food allergies, please send a statement about your restriction to: jdickie@ucia2.com at least 10 days before the conference. Someone will contact you.

Registration form continued on next page!

Session Registration

To ensure your seating, please select the sessions you plan to attend:

Name: _____ Organization: _____

2005 Michigan Conference on

Affordable Housing

c/o AMR Alliances, 3300 Washtenaw Avenue, Suite 220
Ann Arbor, Michigan 48104-4200

Monday 9:45am-11:15am

Ending Homelessness

- ❑ 1. Continuum of Care Roundtable

Homeownership

- ❑ 2. Green Building in Michigan 2005

Monday 1:15pm-2:45pm

Community Economic Development

- ❑ 3. Affordable Water, Sewer & Telecommunication Systems for Rural Communities
- ❑ 4. Community Economic Development Finance 101

Ending Homelessness

- ❑ 5. Homeless Prevention Partnerships: A Roundtable on Best Practices in Prevention Planning and Policy
- ❑ 6. A Beginners Guide to Creating Supportive and Service - Enriched Housing

Homeownership

- ❑ 7. Don't Move - Improve! Encouraging Home Improvement
- ❑ 8. MSHDA's Family Self-Sufficiency (FSS) Program and Partnering with MSHDA's LINKS to Homeownership Program

Multifamily Housing

- ❑ 9. Intro to the Development Team and Process
- ❑ 10. Senior Housing Management: Supporting Successful Aging

Organizational Development

- ❑ 11. HELP! I Need to Manage My Information and I Don't Know Where to Start!
- ❑ 12. Are We There Yet? A Roadmap for Building a Nonprofit of Excellence!
- ❑ 13. Foreclose Prevention from a Mortgage Company's Perspective

Monday 3:00pm-4:30pm

Community Economic Development

- ❑ 14. Developing a Healthy Main Street
- ❑ 15. Community Land Trusts in Michigan

Ending Homelessness

- ❑ 16. A Systems Response to Homeless Prevention: The Minnesota Model
- ❑ 17. Supportive Housing Partnerships: A Case Study in Blended Management

Homeownership

- ❑ 18. MSHDA's Housing Choice Voucher (Section 8) Key To Own Homeownership Program

Multifamily Housing

- ❑ 19. How to Administer a Construction Contract
- ❑ 20. Leasing Rental Property Quickly and Successfully
- ❑ 21. Qualified Allocation Plan for Tax Credits

Organizational Development

- ❑ 22. Creating a Culture of Innovation
- ❑ 23. Demystifying Fundraising for Nonprofit Organizations

Tuesday 9:45am-11:15am

Community Economic Development

- ❑ 24. Crossing Municipal Boundaries: Regional Community and Economic Development
- ❑ 25. Cool Cities: Attracting and Retaining Young Knowledge Workers

Ending Homelessness

- ❑ 26. A Home for Every Child: Michigan's Emerging Blueprint for Ending Family Homelessness
- ❑ 27. Fun at Work?: Strategies for Workplace Communication

Homeownership

- ❑ 28. MSHDA Mortgage Credit Certificates (MCC) Program Training

- ❑ 29. Foreclosure - From Delinquency to Sheriff Sale

Multifamily Housing

- ❑ 30. Direct Lending Products from MSHDA
- ❑ 31. Meet the Pre-Development Funders
- ❑ 32. Tax Credit Compliance - Part I of III
- ❑ 33. Tax Credit Development - Part I of III

Organizational Development

- ❑ 34. Political Advocacy "How to" for Busy People in Nonprofit Organizations
- ❑ 35. Succession Planning: Making Sure Your Good Deeds (and Good Organization) Will Continue

Tuesday 1:15pm-2:45pm

Community Economic Development

- ❑ 36. Urban Sprawl, Land Use Planning and Farmland Preservation
- ❑ 37. You Betcha! Small Cities Can Be Cool

Ending Homelessness

- ❑ 38. Tapping Into Federal Resources for Ending Homelessness in Your Community
- ❑ 39. Case Management How To's

Homeownership

- ❑ 40. MSHDA Single Family Loan Program Training - Part I of II
- ❑ 41. Homeownership for People with Disabilities

Multifamily Housing

- ❑ 42. Partnership Between Housing and Service Providers for Service Enriched Housing for People with Special Needs - Part I of II
- ❑ 43. Funding Programs and AHP Project Roundtables with Federal Home Loan Bank
- ❑ 44. Tax Credit Compliance - Part II of III
- ❑ 45. Tax Credit Development - Part II of III

Organizational Development

- ❑ 46. Common Human Resource Mistakes: How Not to Get Sued
- ❑ 47. Consultant Contracts: How to Get What You Bargained For

Tuesday 3:00pm-4:30pm

Community Economic Development

- ❑ 48. Revitalizing Michigan's First Tier Suburbs
- ❑ 49. Advancing Affordable Housing in the face of NIMBYism

Ending Homelessness

- ❑ 50. Ten Year Plans: Reality vs. Rhetoric in Local Planning
- ❑ 51. Surviving the Workplace

Homeownership

- ❑ 52. MSHDA Single Family Loan Program Training - Part II of II
- ❑ 53. Using Land Banks to Improve Your Community

Multifamily Housing

- ❑ 54. Alternative to Tax Credits in Multifamily Developments
- ❑ 55. Tax Credit Compliance - Part III of III
- ❑ 56. Tax Credit Development - Part III of III
- ❑ 57. Partnership Between Housing and Service Providers for Service Enriched Housing of People with Special Needs - Part II of II

Organizational Development

- ❑ 58. So the Funders are Asking us to Collaborate... What Does That Really Mean and What's In It for My Organization?
- ❑ 59. Financial Statements: What Do They Tell Me and How Can They Help Me?

Wednesday 9:45am-11:15am

Community Economic Development

- ❑ 60. Mixed-Use Development Tools
- ❑ 61. USDA Community Facility Financing

Ending Homelessness

- ❑ 62. Rural Homeless Initiatives Roundtable
- ❑ 63. Access is More than a Ramp: Accommodating People with Disabilities at Your Shelter

Homeownership

- ❑ 64. Spec Writing 101
- ❑ 65. Benefit from MSHDA's Single Family Mortgage Programs

Multifamily Housing

- ❑ 66. Development Market for Rental Housing
- ❑ 67. New Construction for Rural Michigan

Organizational Development

- ❑ 68. Social Entrepreneurship: Generating Revenue From For-Profit Ventures

Preservation

- ❑ 69. Preserving Section 8 Contracts Including Rural Developments
- ❑ 70. Structuring Tax Credit Projects to Achieve Preservation with MSHDA and Other Financing Programs
- ❑ 71. 202 Refinancing with FHA- MAP

Wednesday 1:15pm-2:45pm

Community Economic Development

- ❑ 72. Green Building, Green Communities
- ❑ 73. Creating Neighborhoods of Choice

Ending Homelessness

- ❑ 74. Rapid Rehousing and Linkage to the Landlord Community
- ❑ 75. Business Minis: Entrepreneurial Opportunities for Homeless Service Providers
- ❑ 76. Michigan Prisoner Re-Entry Initiative: New Models of Practice

Homeownership

- ❑ 77. The Future of Federal Community and Economic Development Programs
- ❑ 78. Issues Related to Credit Repair

Multifamily Housing

- ❑ 79. Exit Strategies for Tax Credit Projects
- ❑ 80. Marketing to Portable Voucher Holders in a Competitive Affordable Market

Organizational Development

- ❑ 81. Reports that Work! Improving Staff Reports to Better Measure Organizational Performance Part I of II

Preservation

- ❑ 82. Section 8 Preservation Options on MSHDA-Financed Properties
- ❑ 83. 236 Preservation Options - HUD Decoupling and MSHDA's 236 Preservation Financing Program

Wednesday 3:00pm-4:30pm

Community Economic Development

- ❑ 84. Rural Micro-Enterprise and Food Systems

Ending Homelessness

- ❑ 85. Administrators Roundtable - Overcoming the Challenges of Scarce Resources
- ❑ 86. Innovative Programs for Homeless Children

Homeownership

- ❑ 87. The Future of Federal Community and Economic Development Programs (Repeat)
- ❑ 88. Developing Affordable Home Repair Services for Seniors

Multifamily Housing

- ❑ 89. Emerging Trends in Senior Housing
- ❑ 90. For-Profit/Nonprofit Partnerships

Organizational Development

- ❑ 91. Reports that Work! Improving Staff Reports to Better Measure Organizational Performance Part II of II

Preservation

- ❑ 92. Roundtable Discussion of Available Preservation Options at HUD, Rural Housing and MSHDA

Community Economic Ending Homeless

Hotels and Parking

Radisson Hotel

111 N. Grand Avenue, Lansing, MI 48933, Phone: 517/482-0188

Group Rate – \$106 single/double; **Cut-off Date** – Friday, April 22

Please note: The Radisson Hotel is connected by a walkway to the Lansing Center (The Headquarters for the Conference)

Courtyard Lansing By Marriot

Address – 2710 Lake Lansing Road, Lansing, MI 48912,

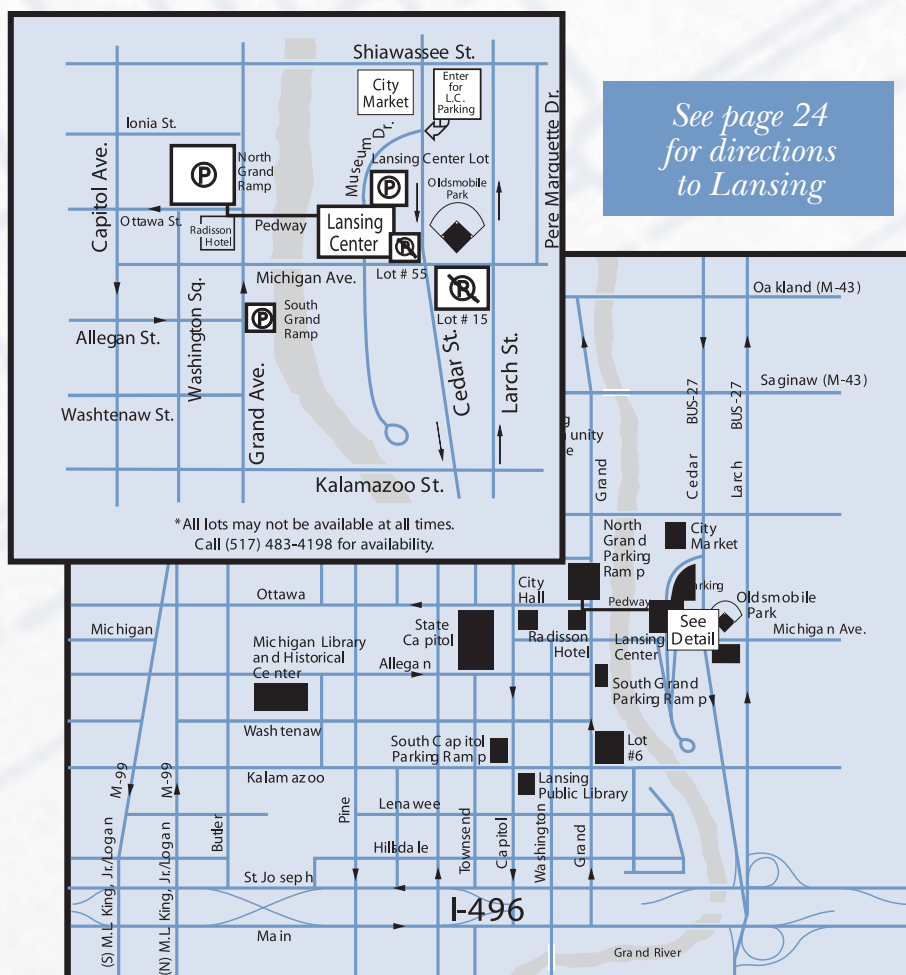
Phone: 517/482-0500

Group Rate – \$74 single/double; **Cut-off Date** – Friday, April 22

** These two hotels have offered group rates to Michigan Conference on Affordable Housing attendees. After the cutoff dates, rooms may not be available at the group rates quoted here, so please be sure to reserve your rooms early.*

City of Lansing Parking

**Primary parking is located at the Lansing Center (Enter on Museum Drive), secondary parking at the North Grand Ramp (corner of Grand and Ottawa), and in the case that both are full, use the South Grand Ramp (at Allegan and Grand). Please see the map. As a registered participant, your daily parking fees are complimentary. Upon entry, tell parking lot attendants that you are with the MCOAH Conference, and your fees will be added to a master account.



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Ann Arbor, Michigan 48104-4200

*Timely Registration
Materials Enclosed!*

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Community Development Advocates of Detroit (CDAD)
Community Economic Development Association of Michigan (CEDAM)
Community Legal Resources (CLR)
Corporation for Supportive Housing (CSH)
Council of Michigan Foundations (CMF)
Federal Home Loan Bank of Indianapolis (FHLBI)
Great Lakes Capital Fund (GLCF)
Habitat for Humanity of Michigan (HFHM)
Local Initiatives Support Corporation (LISC)
Michigan Association of Home Builders (MAHB)
Michigan Association of Homes and Services for the Aging (MAHSA)
Michigan Coalition Against Homelessness (MCAH)
Michigan Community Action Agency Association (MCAAA)
Michigan Community Development Directors Association (MCDDA)
Michigan Council for Arts and Cultural Affairs (MCACA)
Michigan Department of Community Health (MDCH)
Michigan Disability Rights Coalition (MDRC)
Michigan Historic Preservation Network (MHPN)
Michigan Home Ownership Coalition (MHOC)
Michigan Housing Council (MHC)
Michigan Housing Rehabilitation Specialists Network (MHRSN)
Michigan Interfaith Trust Fund (MITF)
Michigan Nonprofit Association (MNA)
Michigan Neighborhood Partnership (MNP)
Michigan Small Communities Association (MSCA)
Michigan State Housing Development Authority (MSHDA)
National Association of Housing and Redevelopment Officials (NAHRO)
Neighborhood Partnership Academy – Detroit LISC (NPA)
Southeast Michigan Council of Governments (SEMCOG)
State Historic Preservation Office of Michigan (SHPO)
USDA - Rural Development (USDA-RD)
U.S. Department of Housing and Urban Development (HUD)
Volunteer Accounting Service Team of Michigan (VASTMI)

